



**The Ramco Cements Limited**  
*Consolidating Strengths. Ready for future*

**Corporate Presentation**  
*November 2021*

# Macro Economic Overview

## Overview of Economy

- India's real GDP growth for FY22 is projected at 9.5%, as per Economic Survey 2020-21
- In October 2021, World Economic Outlook (WEO) forecast India's growth projections as 8.3% in 2021 and 9.6% in 2022 on calendar year basis
- India is the World's second largest cement producer
- India's capacity is ~ 544 million tons, which is around 8% share of the Global installed capacity

## Growth Drivers

- Revival of demand from rural housing, PMAY Scheme, commercial and industrial construction, infrastructure development by private and Government
- The per-capita consumption of cement in India is 195 Kg against Global average of 500 Kg, showing significant potential for the growth of industry, which is around 40% of world average.
- Continued growth in middle class and urbanization
- Continued thrust by Gol on vaccination against CoVID 19

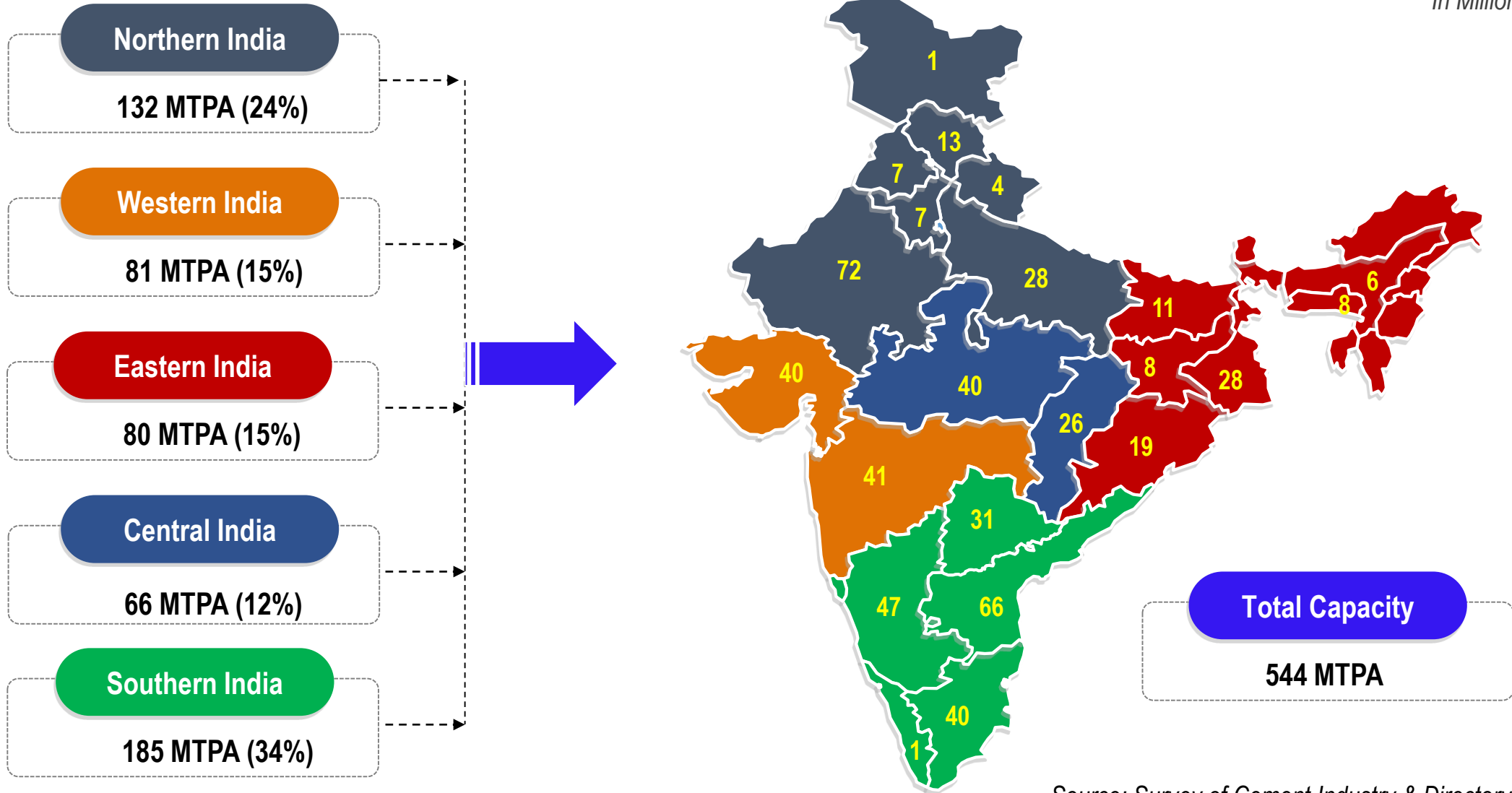
## Large Concentration

- The top 10 cement companies account for 67% of the total capacity
- Around 70% of total capacity is located in 8 states
- Rajasthan holds the highest cement capacity in India

# Cement Industry in India



In Million Tons



Source: Survey of Cement Industry & Directory / [www.iebf.org](http://www.iebf.org)

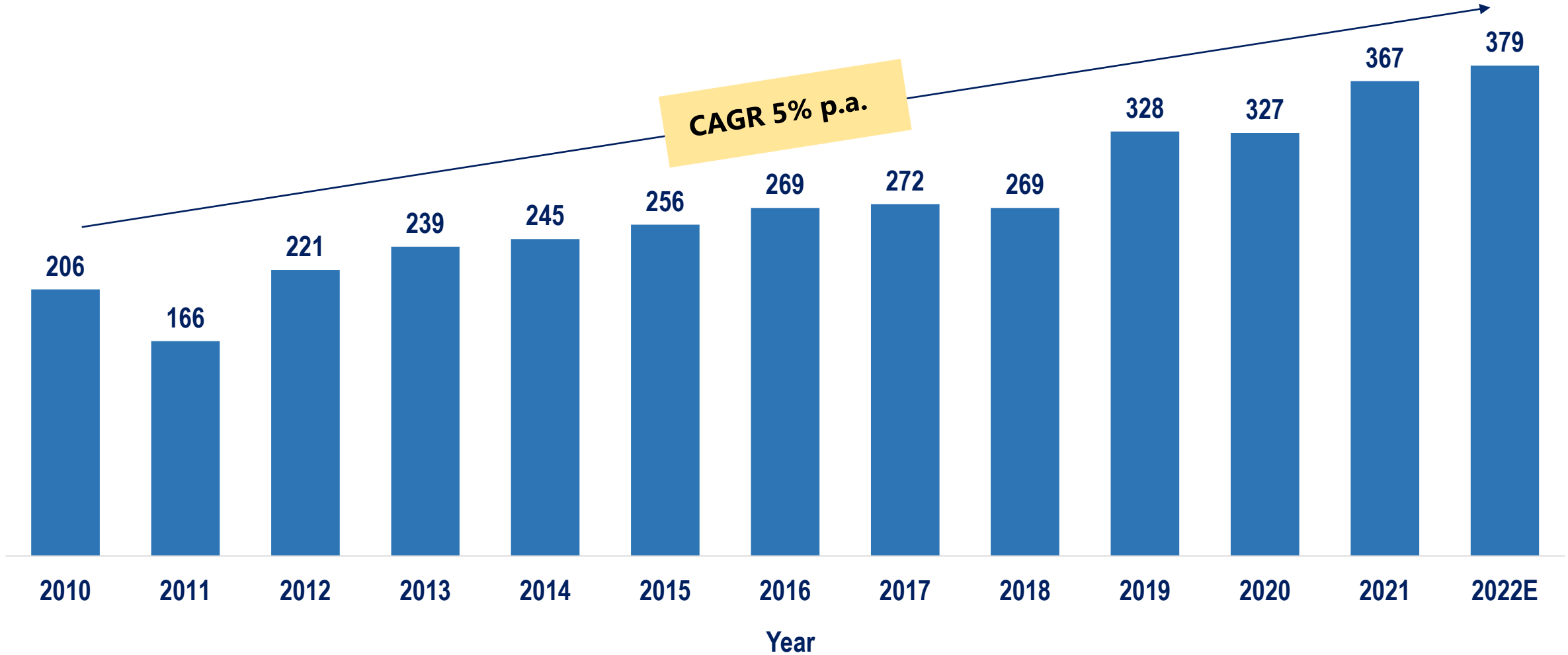
# Top 10 cement groups in India

Rank	Company	Cement Capacity MTPA	Share %
1	Ultratech Cement Limited	114.40	21%
2	Lafarge Holcim India (ACC + Ambuja)	62.70	12%
3	Shree Cement Limited	43.40	8%
4	Dalmia Bharat Limited	30.75	6%
5	Nuvoco Vista Corp. Limited	22.32	4%
<b>6</b>	<b>The Ramco Cements Limited</b>	<b>19.40</b>	<b>4%</b>
7	India Cements Limited	15.55	3%
8	Birla Corporation Limited	15.38	3%
9	Chettinad Cement Limited	14.92	3%
10	JSW Cement Limited	13.93	3%
<b>Total</b>		<b>352.75</b>	<b>67%</b>

Source: Survey of Cement Industry & Directory

# Country's cement demand trend

In Million T



'E' denotes Estimates for the year

# Uniqueness of Ramco Cements



Longevity of the company; established in 1961 with 2 LTPA

Money raised as equity raised was ₹ 3.72 Crores only

Capital increased only through bonus issues

First to achieve 100% blended cement in 1999

All expansions managed through internal accruals / debt

Consistent highest EBITDA /Ton in the Industry

Trend setter in Cement technology

Real time data visualization thro robust IT infrastructure

Sophisticated Research & Development Centre

159<sup>th</sup> Rank in NSE based on Market Cap as at 31-3-2021

Largest WM capacity owned by a cement co. in the world

Only company to focus on right product for right application

# Installed Capacity 2021

**Clinker**

**11.40 MTPA**

**Integrated Unit**

**12.20 MTPA**

**Grinding Unit**

**7.20 MTPA**

**Dry Mortar**

**96,000 TPA**

**Ready Mix Concrete**

**56 Cu.Metre / Hour**

**Thermal Power**

**175 MW**

**Waste Heat Recovery**

**27 MW**

**Wind power (\*)**

**166 MW**

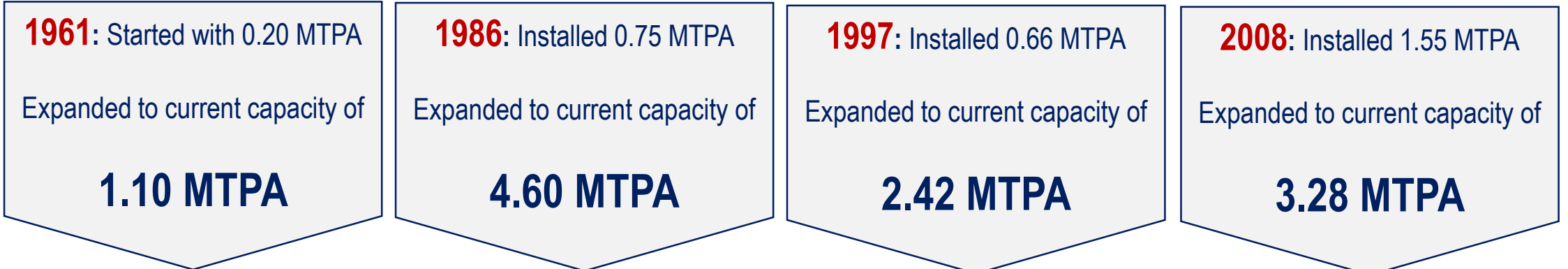
(\*) Include Subsidiary

State / Product	UOM	TN	AP	KAR	WB	ORI	Total
Clinker – Integrated Unit	MTPA	6.80	4.60	-	-	-	11.40
Cement – Integrated Unit	MTPA	8.60	3.60	-	-	-	12.20
Cement – Grinding Unit	MTPA	2.10	2.00	-	2.20	0.90	7.20
Dry Mortar	Tons	96,000	-	-	-	-	96,000
Ready Mix Concrete	Cu. Metre / Hr	56	-	-	-	-	56
Thermal Power Plant	MW	133	42	-	-	-	175
Waste Heat Recovery System	MW	-	27	-	-	-	27
Wind Power	MW	160	-	6	-	-	166

# Integrated Cement Capacity Journey



Clinker Capacity



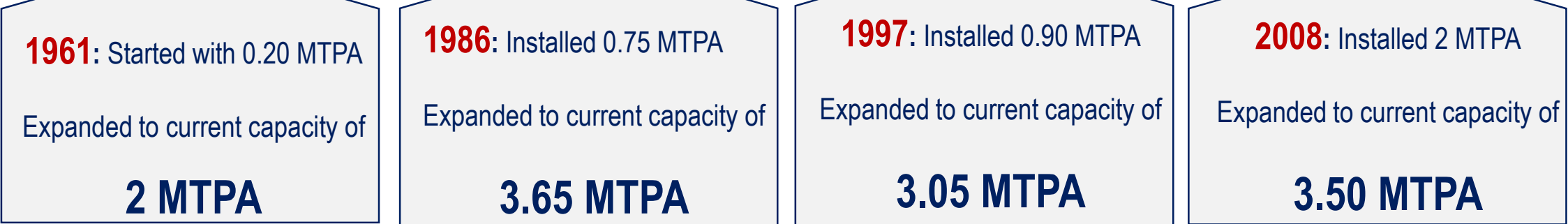
Ramasamy Raja Nagar, TN

Jayanthipuram, AP

Alathiyur, TN

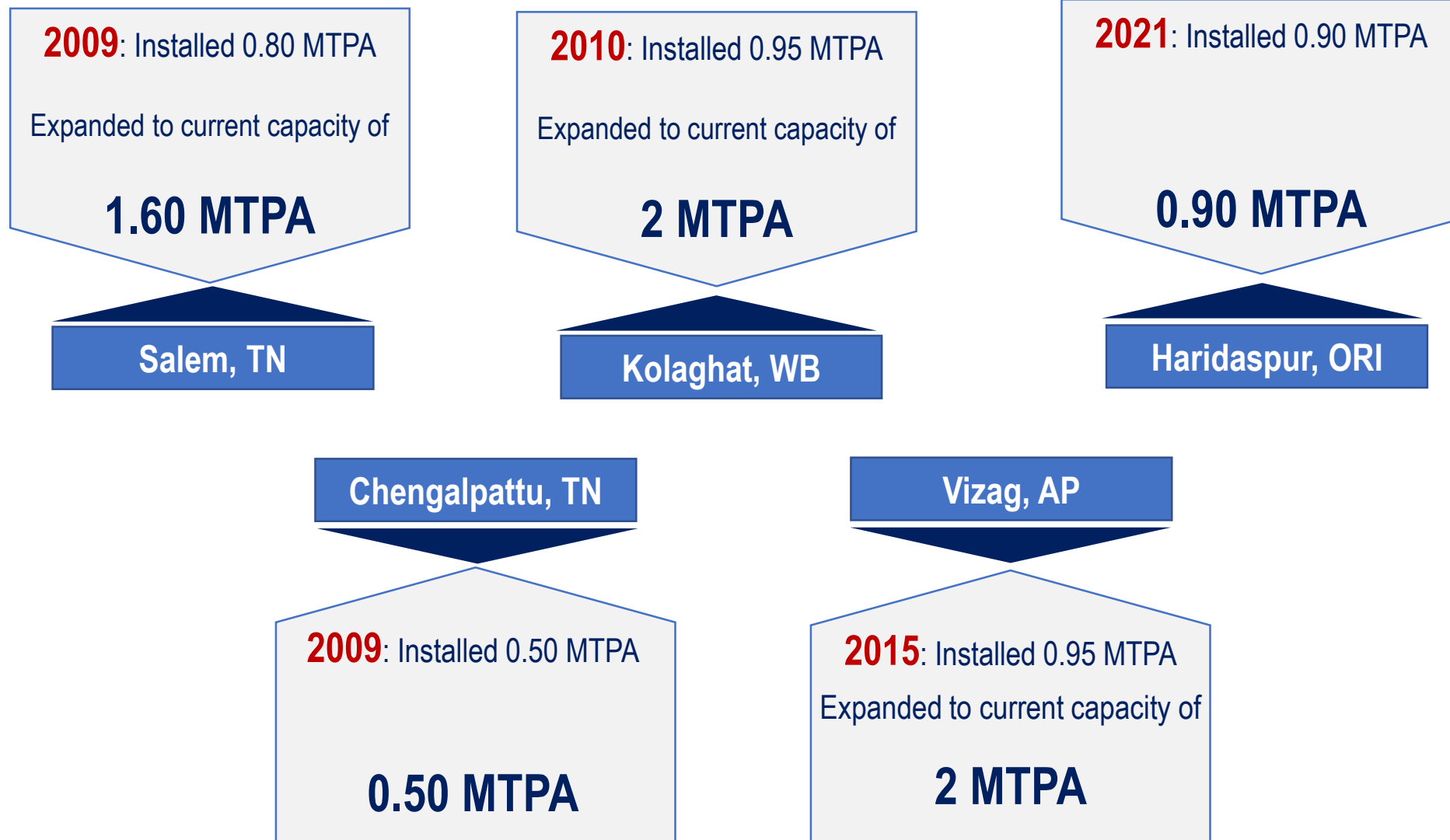
Ariyalur, TN

Cement Capacity





# Grinding Cement Capacity Journey



# Salient features of Plants

01

State of the  
art  
Technology

02

Strategically  
located in  
proximity to  
markets

03

Well  
connected to  
ports and  
NH / State  
highways

04

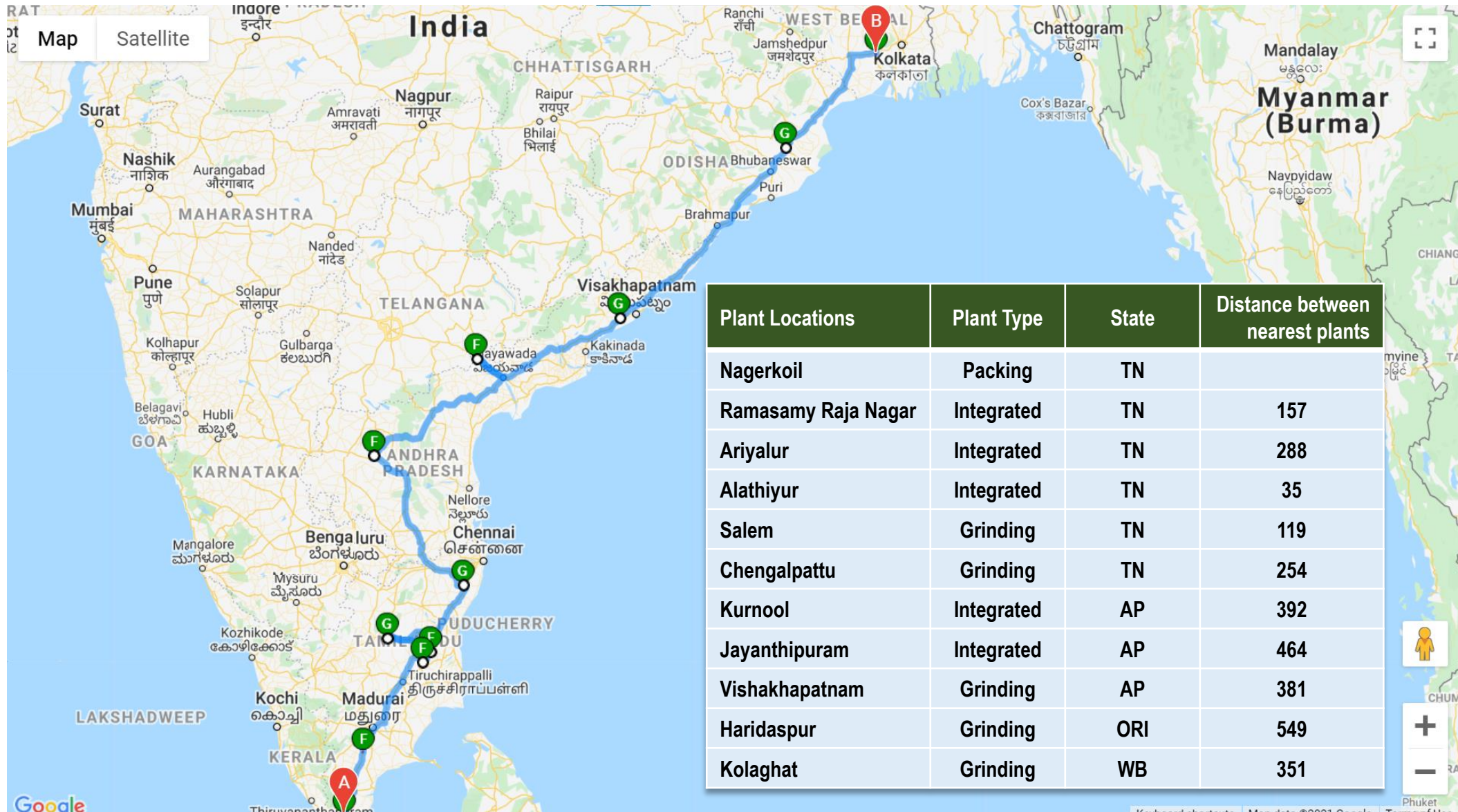
Captive  
Power Plants  
(TPP,  
WHRS &  
Windmill)

05

Railway  
Siding with  
automated  
material  
handling  
system

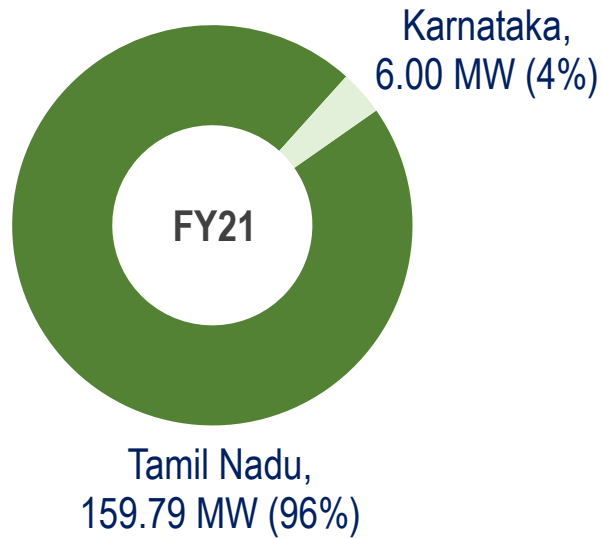


# Plants located across east coast

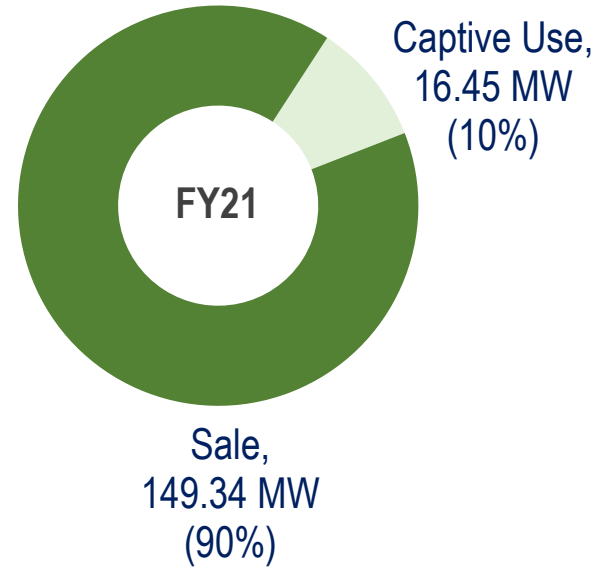


# Wind power

## Capacity Distribution



## Wind power usage pattern

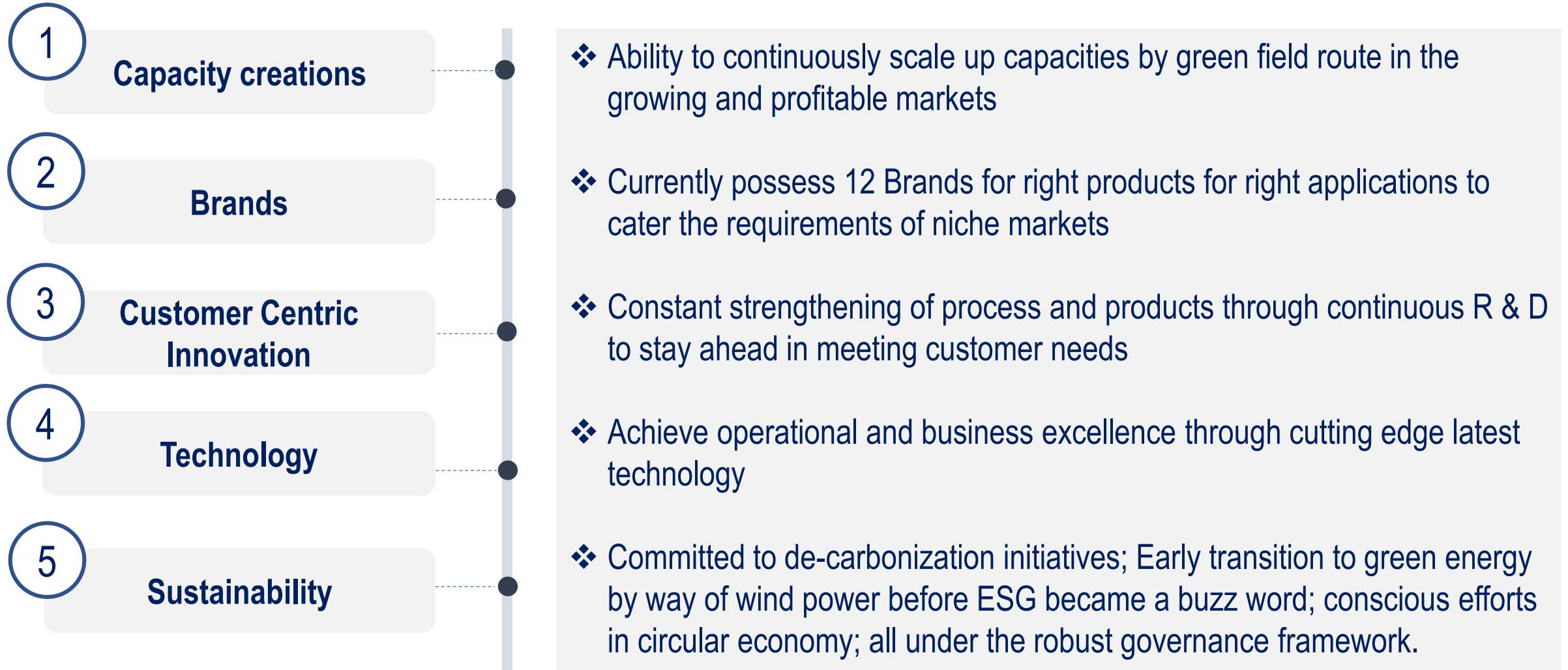


01  
Only cement company in the World to own this size of wind power assets

02  
Average PLF 20% to 25% depending on wind availability

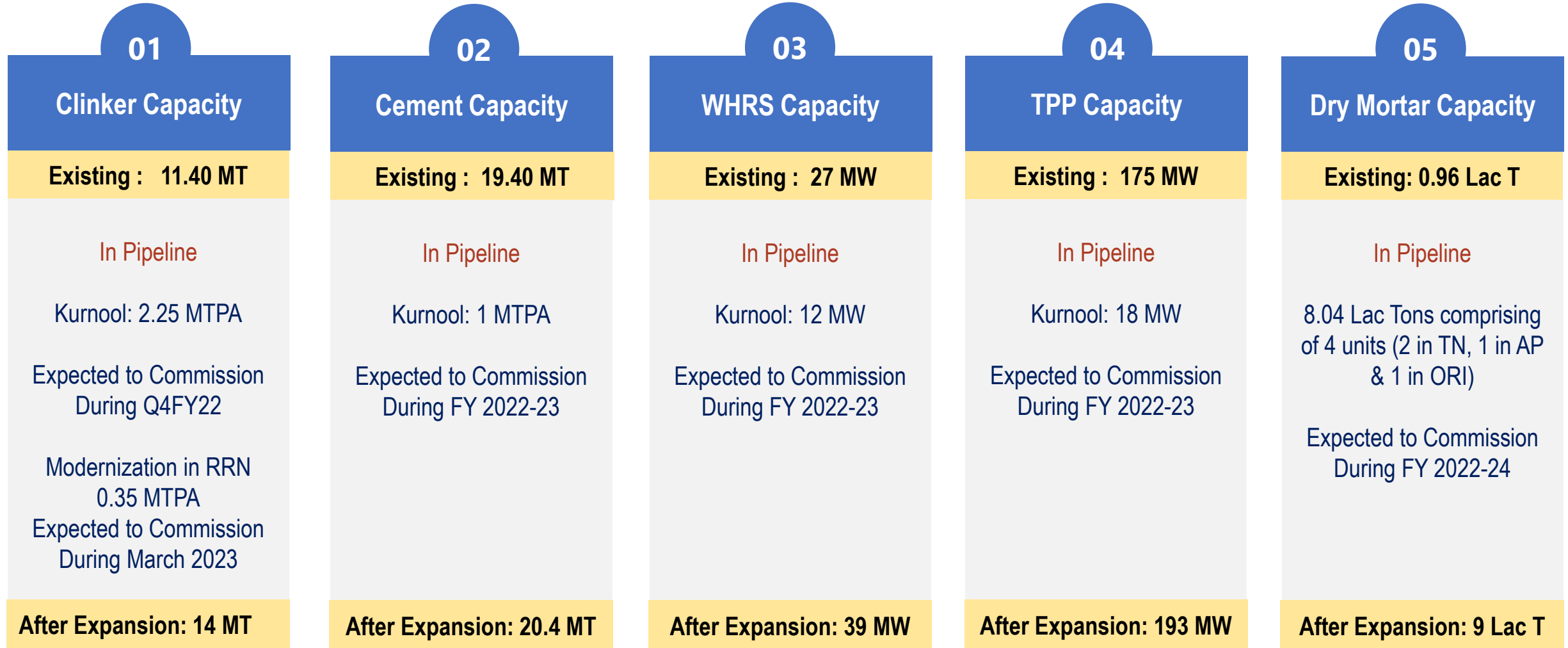
03  
Early mover to invest in green energy assets from 1993 to 2008





**Five forte that made it possible to strengthen our position in the market**

# Capacities in pipeline



**Adding capacities, multiplying opportunities**



Enhancing portfolio mix with R & D competencies

# Right product for right application



## Cements



### Ramco Supercrete

High strength cement with low heat of hydration for crack-free concrete



### Ramco Supergrade

For producing durable concrete with less heat of hydration and lesser time leaching



### OPC 43 Infra

For high strength & high slump concrete generally used for government works for structures like nuclear power projects



### OPC 53 Infra

For all infrastructure projects like bridges, flyovers, tunnels, which requires concrete with high slump retention



### OPC 43 Grade

For high strength concrete, suitable for cement sheet manufacturing & Govt, works



### OPC 53 Grade

For high strength concrete



### Ramco Super Steel

For high grade concrete in environment with extreme exposure conditions



### Ramco Super Fast

A rapid hardening Portland cement for manufacturing precast items like hollow blocks, solid blocks, paving blocks and other precast items



### Ramco Supercoast

Suitable for concreting in areas with high concentration of sulphates



### Ramco Samudra

For durable concrete with low heat of hydration



### Ramco Superfine EFC

For making concrete with high durability and enhanced impermeability



### Karthik Super Plus

Blended cement for canal works & concreting where low heat hydration required



# Right product for right application

## Dry Mix products



### Ramco Super Plaster

Engineered for super smooth, provides greater workability and high productivity, gives lesser rebound loss and offers superior finish for painting



### Ramco Super Fine

An all-weather white-cement based water repellant wall putty with crack resistance and excellent bonding abilities with plaster



### Ramco Tile Fix

For fixing all types of tiles, - granite, marble, natural stone, ceramic etc. as well as underwater applications



### Ramco Self curing Plaster

For both internal & external plastering applications marked by water repellant feature



### Ramco Block Fix

A polymer fortified block adhesive, for fixing of autoclave aerated concrete blocks, fly ash blocks, & concrete blocks marked by self curing abilities



### Ramco Tile Grout

A high performance cement polymer grout. Ideal for application on both internal & exterior wall tiles & floor tiles, marked by abrasion resistance

## Ready Mix Concrete

- ✓ For producing high performance concrete based on various requirements of customers
- ✓ The concrete is produced under controlled conditions, using sophisticated equipments, by ensuring quality



- ✓ Strict control over testing of materials, process parameters and continuous monitoring of quality
- ✓ Suitable for large volume concrete requirements because of its speed and workability

# Customer Centric Innovation

## Ramco Research and Development Centre (RRDC)

- ❖ Strong R & D team of scientists with sophisticated equipments
- ❖ Extensive research on usage of alternate fuels
- ❖ Research on reduction in fuel consumption through process optimization
- ❖ Research on modifying cement chemistry including mineralogy
- ❖ Research on various cement additives to enhance properties of cement and enhancing the concrete properties
- ❖ Continuous research on optimizing raw mix / fuel mix



## Masons, Architect, Contractors & Engineers (MACE)

- ❖ An unique attempt to provide value added services to customer by providing onsite technical assistance through specialized mobile vans equipped with testing equipment to test the quality of cement, sand and water
- ❖ Imparting knowledge about the need for right products for right applications to all fours of construction eco-system
- ❖ Creating awareness about the need to follow best construction practices at construction sites
- ❖ Influencer engagement initiatives through Ramco Mason's club, Ramco Engineers' Club, and Ramco Family Circle



**Strong focus on customer needs by building competitive edge with innovation and application science**

## 01 Making sustained investments in technology

- ✓ Consistent investment in cutting-edge technology to drive manufacturing and business excellence
- ✓ Pioneers in the Indian Cement Industry to introduce a Centralized Control Center at Corporate Office

## 02 Technology empowering innovation

- ✓ Technology prowess is the engine running innovation for smarter construction solutions
- ✓ Holistic enhancement of entire value chain from sourcing raw materials to restructuring production and distribution chain

## 03 Information technology, is the way forward

- ✓ Hiring right people at the right positions & creating a strong team with ample technical know-how
- ✓ Focus on strengthening and upgrading IT infrastructure over the years enabled the first mover advantage to achieve higher operational efficiencies.

## 04 Overcoming the pandemic situation with technology

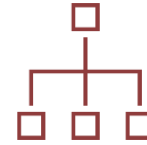
- ✓ Robust IT Infrastructure enabled to tide over the pandemic and disruptions caused by it
- ✓ Integrated IT system ensures operational and business excellence empowering people's real-time analytic capabilities

**Reaping benefits for being pioneer in digital transformation**

# Agile Information Technology infrastructure



In-house competence for development of dynamic dashboards and Analytical Reports for data based decision making



Ramco ERP is fully integrated with end-to-end Business Processes



Advanced Information technology systems for data visualization, digitization



Centralized Setup connected by MPLS (Multiprotocol Label Switching) lines



Real time data analytics with multiple end user devices like PCs, Ipad, Tablets, Mobiles etc.

# First movers

<p><b>1976</b> First in India to adopt the dry process Kiln technology for production of Cement Clinker of capacity 1200 TPD</p>	<p><b>2003</b> First in India to introduce the state of the art cross bar coolers for clinker cooling.</p>
<p><b>1980</b> First cement plant to install an Electrostatic Separator (ESP) for kiln gas venting to reduce particulate emissions.</p>	<p><b>2010</b> Adoption of Innovative mining techniques by Xcentric Ripper replacing traditional mining</p>
<p><b>1985</b> First cement plant in India to introduce the X-Ray Fluorescence (XRF) for identification of chemical composition of raw materials, in process material and Finished goods</p>	<p><b>2014</b> First in India to introduce the color based optical sorter for removal of intrusives from Limestone</p>
<p><b>1992</b> First cement plant in India to install a permanent roll Magnetic separators to isolate the intrusive from Limestone</p>	<p><b>2014</b> The only limestone mine in TN to have limestone beneficiation plant to achieve ZERO Waste Mining</p>
<p><b>1993</b> Started setting up Wind Farm to harness the clean energy. With continuous expansion, the present capacity stood at 165.785 MW</p>	<p><b>2015</b> Adoption of High momentum, Low Nox burner for Kiln firing</p>
<p><b>1996</b> First to introduce the environment friendly Surface Miner for mining application that eliminates the need for drilling, blasting, and primary crushing</p>	<p><b>2020</b> Generation of Electrical energy by utilizing the available waste heat in Kilns (WHRPP)</p>
<p><b>1997</b> Pioneer in Establishing the Blended cements in south India and First in India to install Vertical Roller mill replacing Ball mills for Cement grinding application.</p>	<p><b>2020</b> Restoration of mines pit for Conservation of Biodiversity</p>

## ESG

### Environment

#### Resource Efficiency

- Ensuring net zero emissions
- Optimal Water Management
- Ensuring Circular Economy
- Enriching bio-diversity
- Optimal use of resources

### Social

#### People

- Occupational Health & Safety
- Employee engagement, well-being & professional development
- Diversity & inclusiveness

#### Community

- Education & Sports
- Water & Sanitation
- Health & Special needs
- Agriculture and livelihood
- CoVID 19 relief measures

### Governance

#### Responsible leadership and business

- Robust Governance framework
- Strong Policy Framework
- Board Diversity and independence

Committed to Sustainable Development

## 01 Towards net zero carbon emissions

- ✓ Installation of WHRS to generate power
- ✓ Use of wind power for cement manufacturing
- ✓ Proactive measures for usage of alternate fuel
- ✓ Innovations in bringing new variants in blended cement as an alternative to ordinary portland cement

## 02 Water Management

- ✓ Initiatives such as rainwater harvesting, ground water recharging, water treatment & recycling
- ✓ Installation of Sewage Treatment Plant (STP) and Effluent Treatment Plant (ETP) at all plants
- ✓ Effective ways to use treated waters

## 03 Circular Economy

- ✓ Measures to reduce waste generation and efficient use of wastes in manufacturing
- ✓ Effective use of waste generated by other industries viz. fly ash, slag in cement manufacturing
- ✓ Strive to manage and dispose hazardous and non-hazardous wastes through authorized vendors

## 04 Sustainable Supply Chain

- ✓ Integration of social, ethical and environmental performance factors into the process of selecting suppliers, to build strong, long-term relationships with suppliers.
- ✓ Aims to lower the ecological footprint of its tasks, such as CO2 emissions, noise pollution, and accidents to maintain a balance between financial growth, environment care, and the health of society.

**Proactive drive for a greener tomorrow**

# Sustainability - Social



## Ensuring a Safe Workplace

Monthly campaigns on Safety Norms related to hazard identification and risk assessment. All employees must undergo Safety Induction Program

## Employee Engagement and Wellness

Holistic approach towards their health and well-being; provide health care benefits; Conduct wellness programs like Yoga, personality development

## Diversity & inclusion

Diverse employee base facilitates bringing diverse perspectives, promotes innovation & enhance productivity; Women participation encourages

## Learning & Development

Partnered with Ross School of Business under the University of Michigan, and Harvard Business School to provide leadership trainings

## Ensuring Holistic Development of Communities

Channelized efforts towards helping the communities to combat the pandemic by undertaking CoVID 19 relief measures

## Education & up-skilling

Carry out educational, initiatives of upgradation of skill development for youth through SPV trusts

## Water & Sanitation

Constructed 70 smart toilets during FY20 / FY21; Desilted water of various lakes and installed RO units to supply fresh drinking water to 15000+ people

## Health & Special needs

Occupational Health Centers at cement plants in addition to organizing primary and secondary healthcare campaigns in various villages

## Sports

Support school sports event, team sports, promote women athlete at both national and state levels.

## Agriculture & livelihood

Provide training to farmers to ensure improved cattle health; Promote effective irrigation techniques;

## Environment & bio-diversity

Waste management by conducting programs such as 'Garbology' 'kNOw Plastics', which direct towards reduce, reuse, recycle & disposal of waste

## CoVID 19 / Disaster relief measures

Direct support to communities through relief measures; Partnering with local administration in carrying various relief operations; Vaccination camps



## Governance Framework

- Robust governance framework that goes beyond regulatory compliance for maximizing shareholder value sustainably
- Enabled framework in conducting business with highest standards of compliance, honesty, integrity, and responsible business practices
- Board's independence to ensure transparency and protection of interest of all stakeholders

## Ethical conduct

- Highest standards of business ethics across all activities, while ensuring protection of rights of all stakeholders
- Formulated a host of policies to maintain ethical and lawful behavior and uphold the integrity of the organization
- Code of conduct for Directors and Senior Management, Insider trading, Whistle Blower Policy, Risk Management Policy etc.

## Board Independence and diversity

- 7 Board Members, of whom 6 are Independent directors, which inherently validates the transparency and fairness of the Board
- Diverse members from various fields such as manufacturing, business management, legal, banking, technology etc.
- The Board meets every quarter to review the quarterly performance and whenever needed



- Aim to consciously reduce the environmental impact and ecological footprint by incorporating elements of sustainability across the product life cycle from design to end of life
- Commitment to transition to Low Carbon Growth by investing in innovative technological solutions

- Aim to minimize the water footprint substantially by investing in adequate infrastructure and increasing recycling / reuse solutions
- Vision to preserve bio-diversity and deliver net positive impact



## ESG Goals by FY25

- To ensure 'Zero Waste to Landfill' across operations
- Commitment to promote a sustainable, safe and inclusive work place that nurtures employees

- Commitment towards prioritizing zero injuries across operations and ensure overall health & wellbeing of all stakeholders
- Focus on creating shared value for our communities and continued inclusive & interactive dialogue with stakeholders



# Board



**P.R. Venketrama Raja**  
Chairman & Managing Director

3<sup>rd</sup> generation  
Promoter family



**R.S. Agarwal**  
Independent Director

Retired Executive Director,  
IDBI Bank



**M.B.N. Rao**  
Independent Director

Retired Chairman & MD,  
Canara Bank



**M.M. Venkatachalam**  
Independent Director

Promoter Director of Murugappa  
Group of Companies



**Justice Chitra Venkataraman (Retd.)**  
Independent Director

Retired Judge of  
Madras High Court



**M.F. Farooqui, IAS (Retd.)**  
Independent Director

Ex Secretary in key ministries,  
Government of India

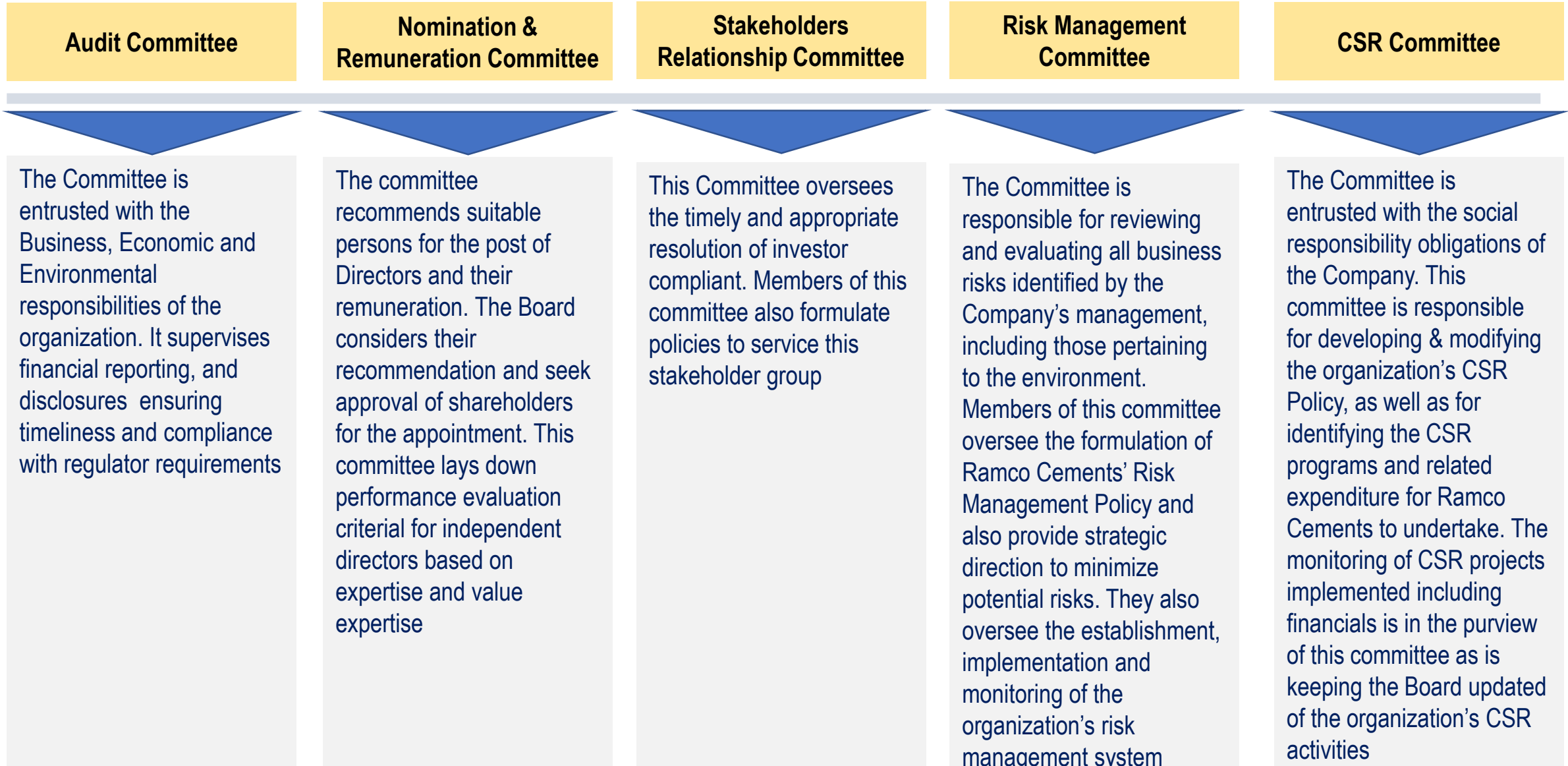


**Prof. M.S. Krishnan**  
Independent Director

Professor in Technology & Operations, Ross  
School of Business, University of Michigan

**Established Strong governance framework, on the back of an effective Board of Directors, led by our core values**

# Empowered Committees



# Experienced Leadership Team



**A.V. Dharmakrishnan**  
**Chief Executive Officer**

He joined the Company when it was having a single manufacturing unit and grew with it to become the CEO. He is now leading and successfully steering the company in all its spheres of its operations. A great believer of the digital management system, he is responsible for introducing data driven decision making and management control system across all layers of the organization.



**M. Srinivasan**  
**ED - Operations**

He heads the manufacturing team and is responsible for production, quality control and research & development activities. His vast knowledge in the chemistry of cement has helped the organization in the development of various types of cement for specialized applications. He is also heading the project team executing the capacity augmentation program



**Balaji. K. Moorthy**  
**ED - Marketing**

He heads the marketing functions of the Company. With the rapid expansion in the manufacturing capacity of the Company, he is responsible for creating various new markets in Karnataka, Odisha, West Bengal etc. He is credited with popularizing the various types of cements of the Company, which are vital for its progress



**S. Vaithyanathan**  
**Chief Financial Officer**

He heads the Finance and Accounts teams of the Company. He is responsible for project financial planning, tax planning, internal controls, commercial and logistics operations of the Company. He assists the Company on all strategic and tactical matters relating to budget management, cost-benefit analysis and forecasting. He is responsible for managing risks, financial reporting and data analytics



**K. Selvanayagam**  
**Company Secretary**

He heads the Secretarial and related compliance functions of the Company. He handles meetings, and all in-house share related matters including connectivity with NSDL and CDSL. He has handled bonus issues, buy-back of shares etc. and is responsible for introducing paperless board meetings. Contributing to in-house management training programs and the large CSR functions are his key areas

**Leadership that instills trust, with 25+ years of experience in Ramco Cements**

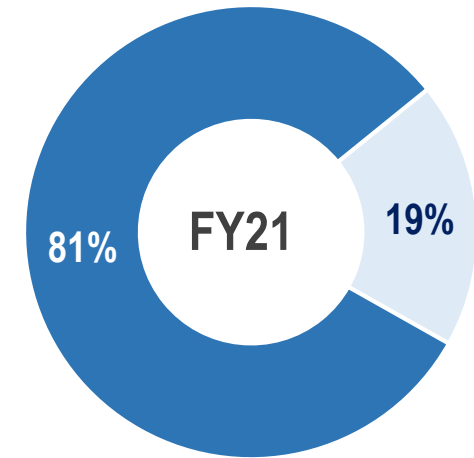
# Marketing Strategy



Training on product knowledge for all stakeholders in the supply chain

Customer segmentation

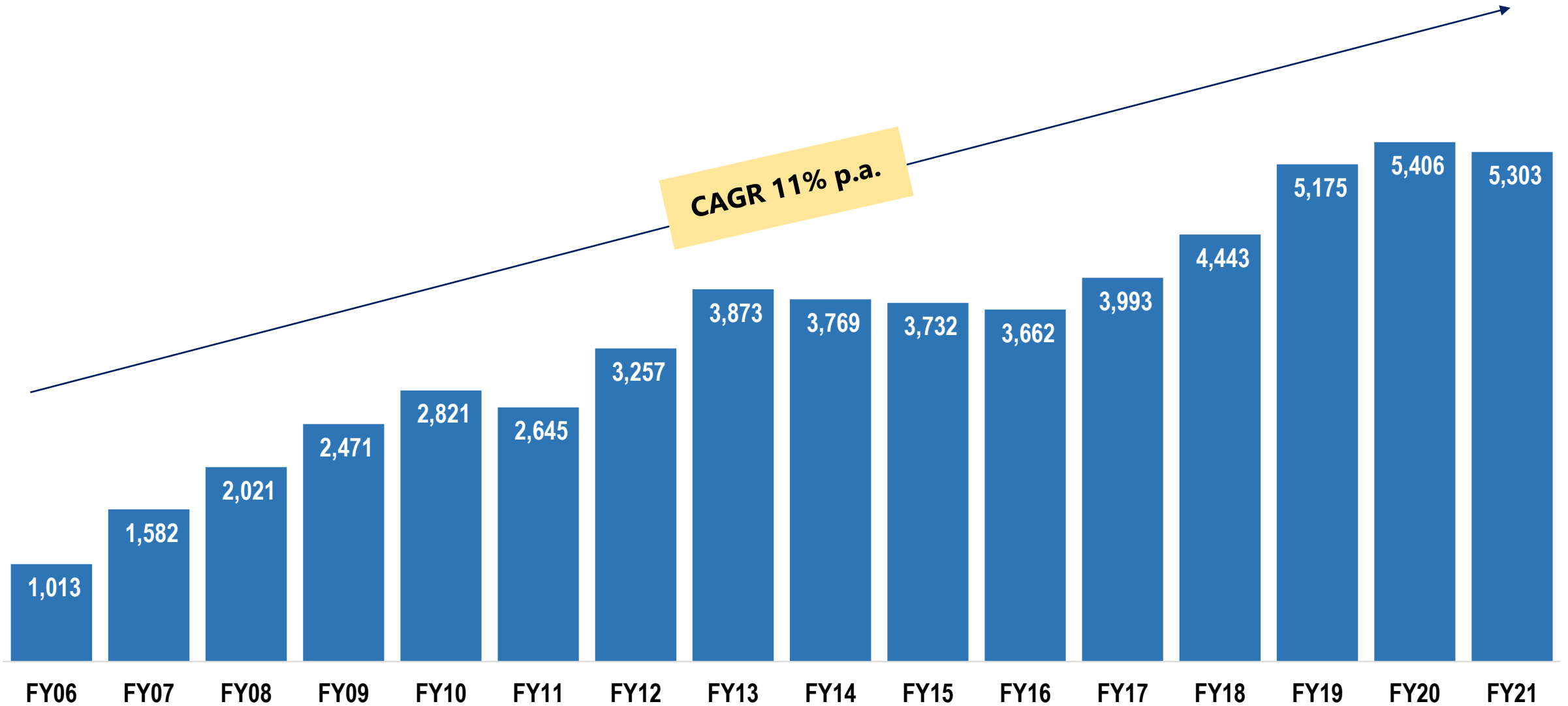
Share of Premium products



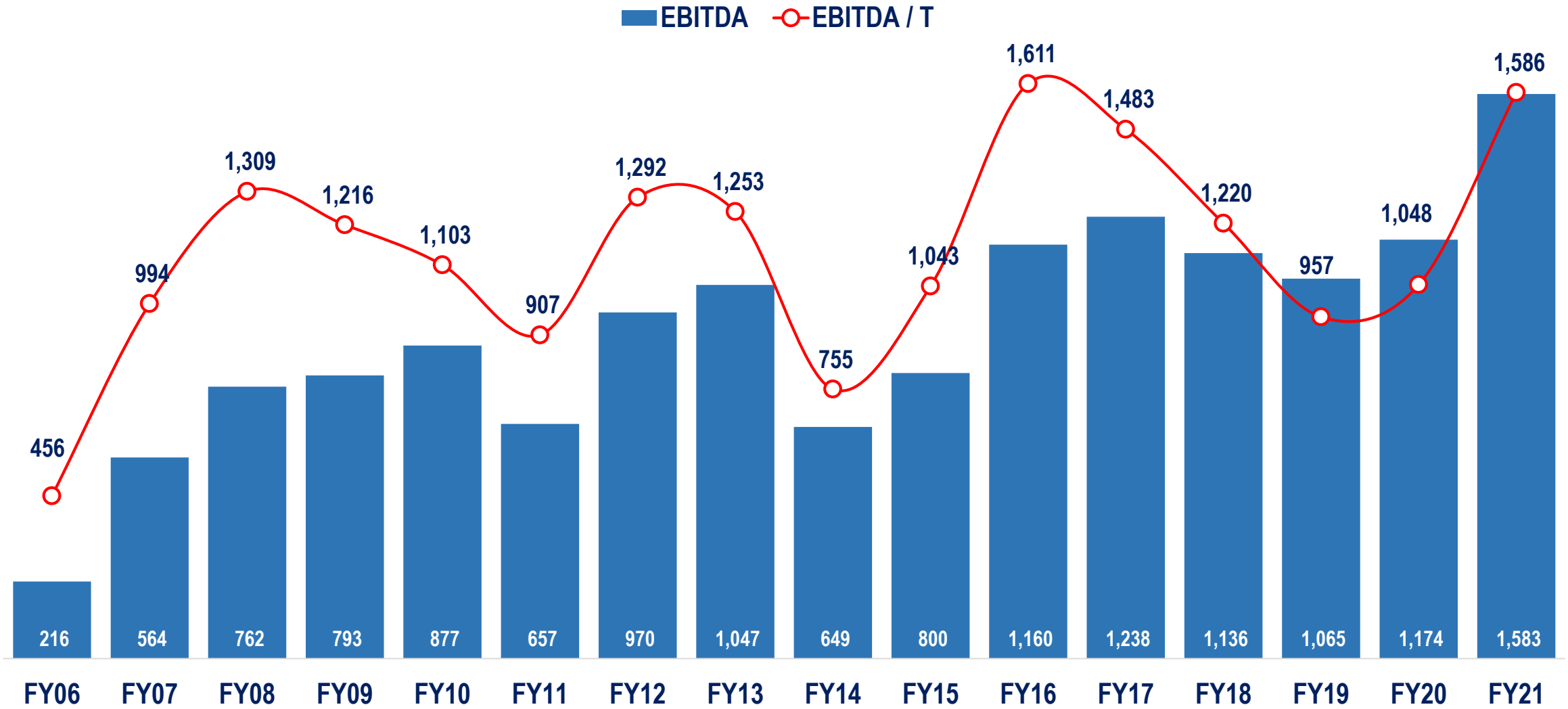
- Premium Products
- Flagship Products

# Net Revenue

₹ in Crores



# Profitability

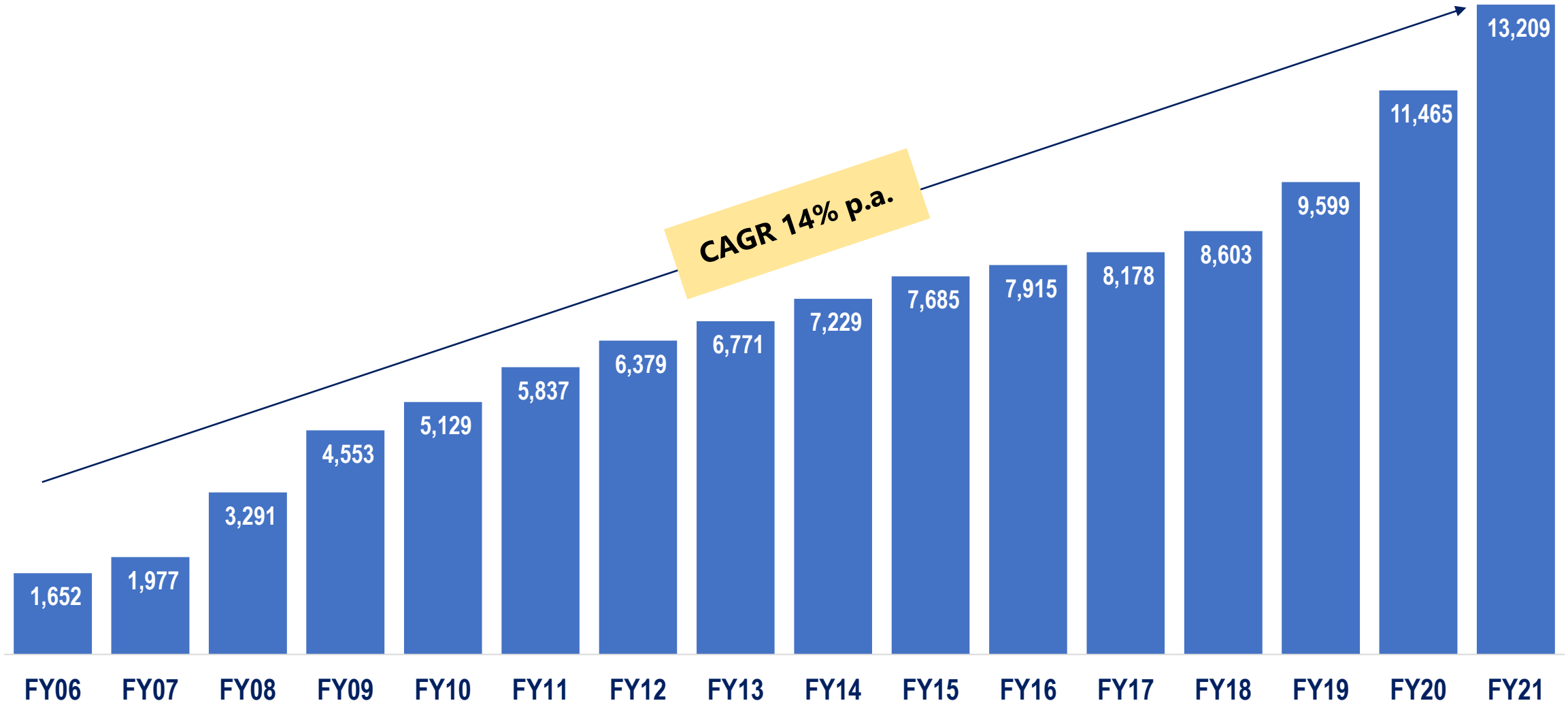


EBITDA is represented as ₹ in Crores; EBITDA / T in ₹



# Gross Fixed Assets

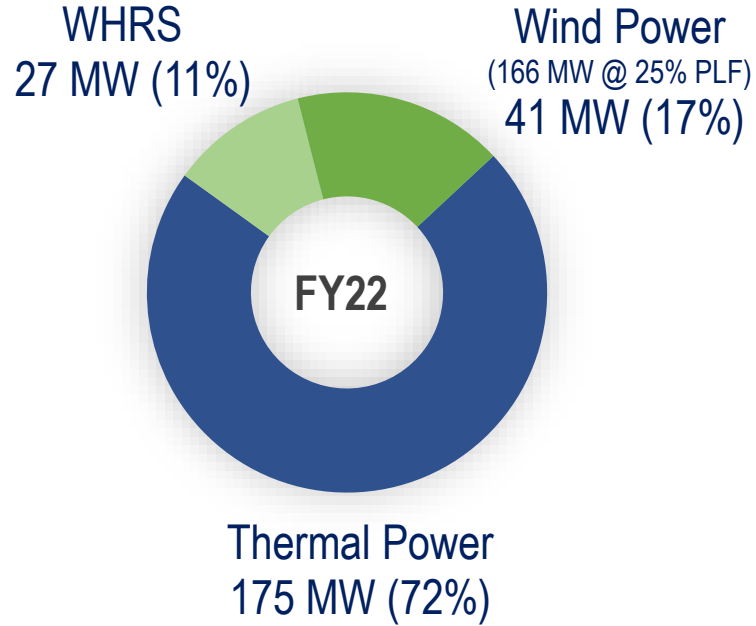
₹ in Crores



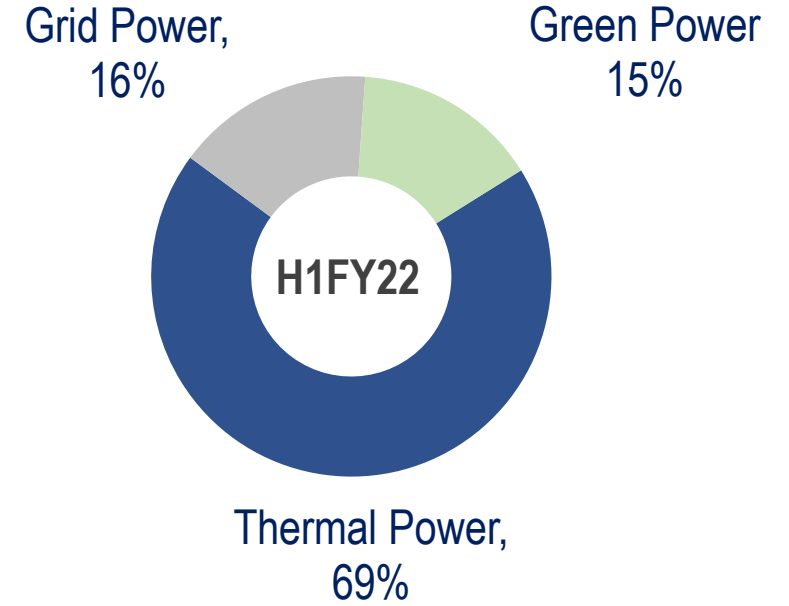
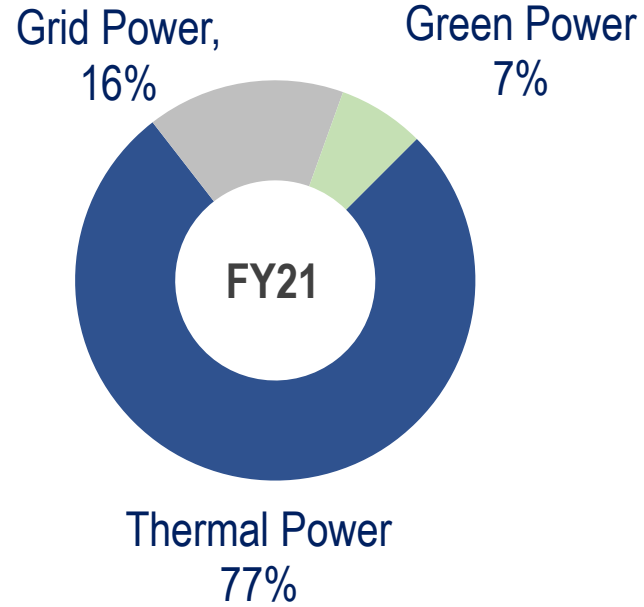
# Power generation



## Power Generation Capacity



## Power Usage Trend



Continued focus on Green Power; WHRS benefits will be more visible during FY23

## Trucks



01

- Primary movement by bigger capacity
- Secondary movement by smaller trucks
- 90% of total cement movement is through trucks

## Rail



02

- Long distance movement of Clinker and cement by rail
- Automated material handling system at factories help to optimize overall logistics costs
- 10% of total cement movement is through rail

## Coastal Ships



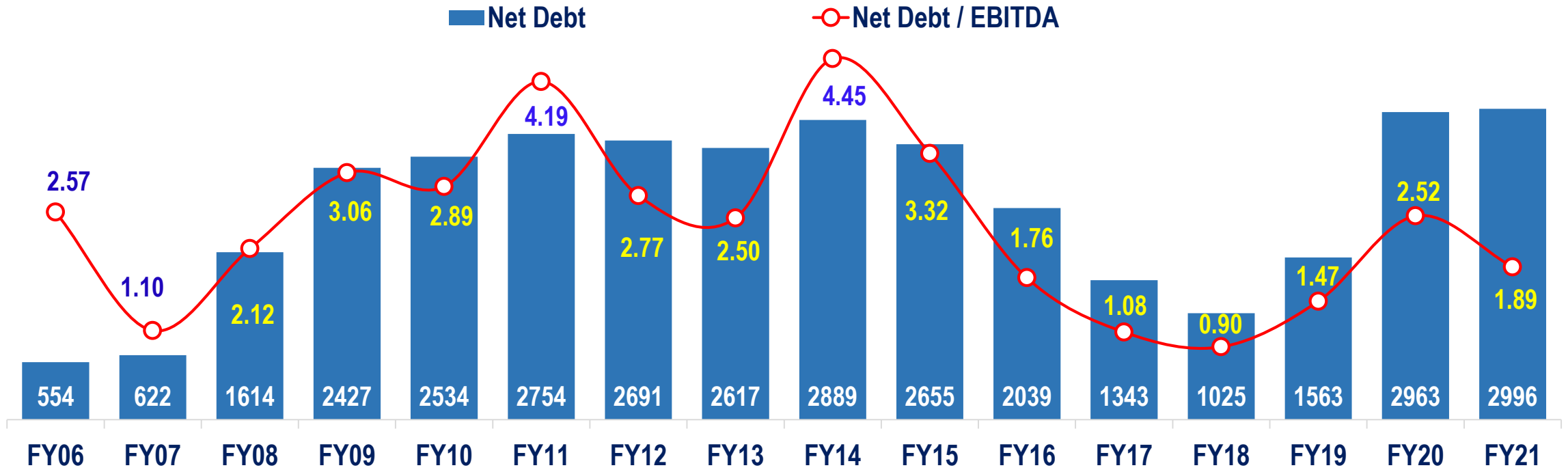
03

- Movement of Cement through Ship by containers
- Movement of Clinker to eastern markets

**Multi-modal Logistics enables to manage logistics cost better**

# Leveraging on Debt

₹ in Crores

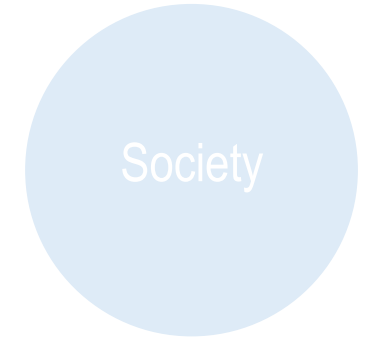
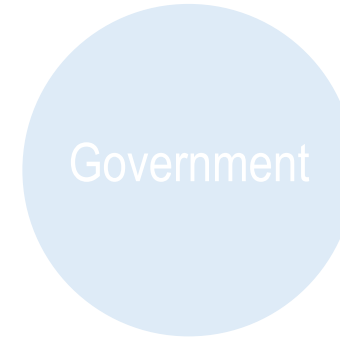
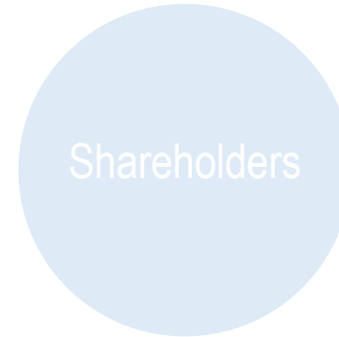


Debt – Equity Ratio (In Multiples)															
1.54	1.02	1.72	1.98	1.67	1.61	1.32	1.12	1.18	1.03	0.69	0.38	0.28	0.36	0.61	0.55
Total Cement Capacity in MTPA															
5.99	5.99	7.99	9.99	12.44	12.44	12.44	15.54	15.54	16.49	16.49	16.49	16.69	16.69	18.79	19.40

**AA+ Rating for Long Term Debt / NCD from ICRA**

**Capacities built without dilution of equity**

**A1+ Rating for Short Term Debt from CRISIL / ICRA**



## Nurturing Human Capital

- ✓ Employee Stock Options
- ✓ Social Security Schemes viz. PF, ESI, Gratuity, NPS, SA
- ✓ Clear career path
- ✓ Performance appraisal system
- ✓ Leadership training by World's best B-Schools viz., HBS, ROSS
- ✓ Housing colony for employees in factories
- ✓ CBSE schools in factory premises
- ✓ Insurance for Life / Personal Accident / Mediclaim
- ✓ Subsidized loan for asset buildings
- ✓ Interest free loans for vehicle / marriage / education
- ✓ Subsidized canteen facilities
- ✓ Quality circle, 5S
- ✓ Recreation club, sports facilities, Temples, Auditorium
- ✓ Park, Gym, ladies club, Library, Holiday Homes
- ✓ Employee Satisfaction Survey
- ✓ Long Service Awards

# Commitment to Stakeholders



**Employees**

Customers

Suppliers / Service Providers

Shareholders

Government

Society

## Age wise Employees Strength as on Mar-21

Age (In years)	Officers	Staff / Workmen	Total
<= 35	439	1134	1573
35 to 40	255	191	446
40 to 45	145	235	380
45 to 50	163	223	386
50 to 55	169	222	391
55 to 58	70	88	158
> 58	38	2	40
<b>Total</b>	<b>1279</b>	<b>2095</b>	<b>3374</b>

## History of Long Service Awards

Category	Count
Officers	581
Staff / Workmen	986
<b>Total</b>	<b>1567</b>

**Best Human Capital Practices ensures talent acquisition and retention**

## Young Minds

- ✓ ~ 60% of the total work force is less than 40 years of age

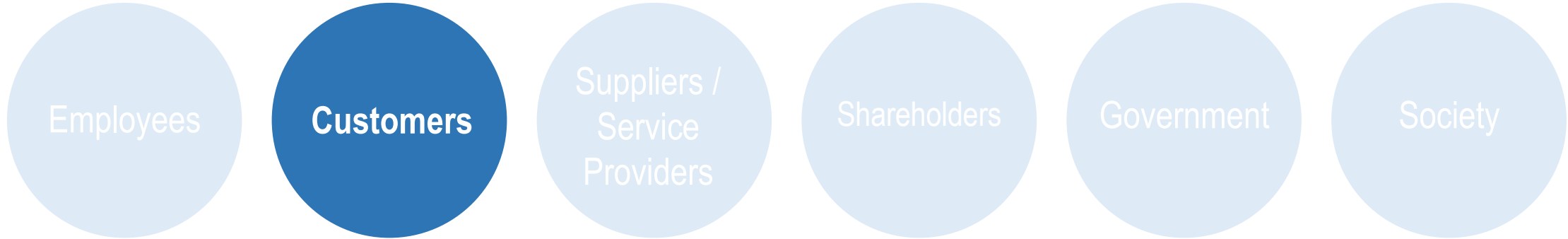
## Experienced

- ✓ More than 65% of the total work force has been with us for more than 5 years

## Employee Strength

- ✓ Employee strength is 3374; Average attrition level is around 3% in the last 15 years

# Commitment to Stakeholders

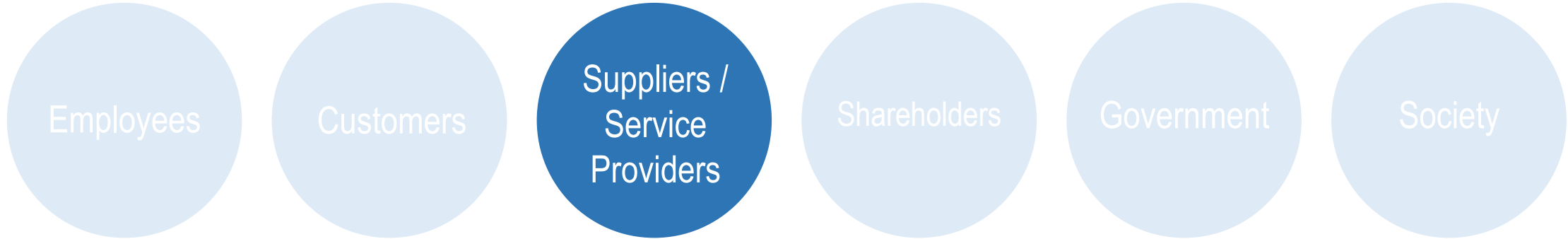


## Strong Distribution Network

Ageing Bucket	Exclusive Dealers	Multi-Brand Dealers	Total Dealers	%
Up to 5 years	660	4676	5336	59%
5 to 10 years	401	1299	1700	19%
10 to 15 years	242	686	928	10%
15 to 20 years	146	328	474	5%
Above 20 years	260	389	649	7%
<b>Total</b>	<b>1709</b>	<b>7378</b>	<b>9087</b>	<b>100%</b>
<b>20,000 + Sub-dealers</b>				

- ✓ Right products for right application
- ✓ High Quality products with prompt services
- ✓ Transparent & ethical business policies
- ✓ Education programs for statutory compliances
- ✓ Customer education on best construction practices
- ✓ Exclusive Dealer Club (Ramco Family Circle)
- ✓ Medical / PA Insurance Benefits for dealers & family
- ✓ Scholarship benefits for dealer's children education
- ✓ Holiday & Pilgrimage travel facilities
- ✓ Dealer performance awards
- ✓ Sub-dealer performance awards
- ✓ Foreign tours
- ✓ Factory / R & D center visits
- ✓ Mason club
- ✓ Truck assistance program
- ✓ Rental assistance for storage facilities

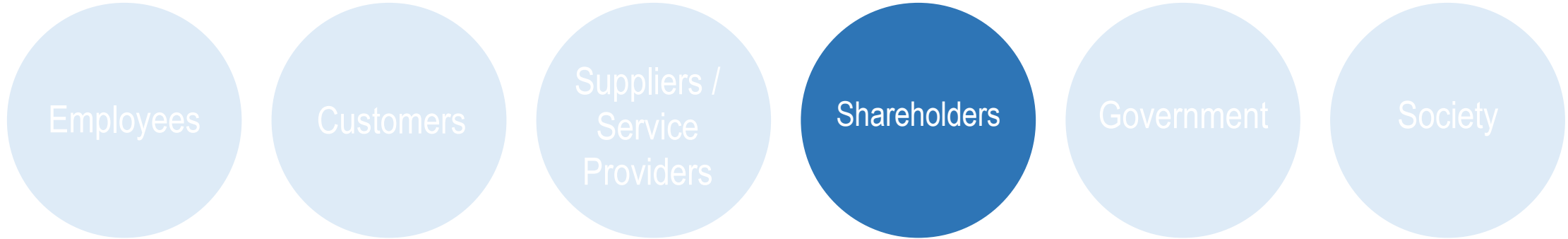
# Commitment to Stakeholders



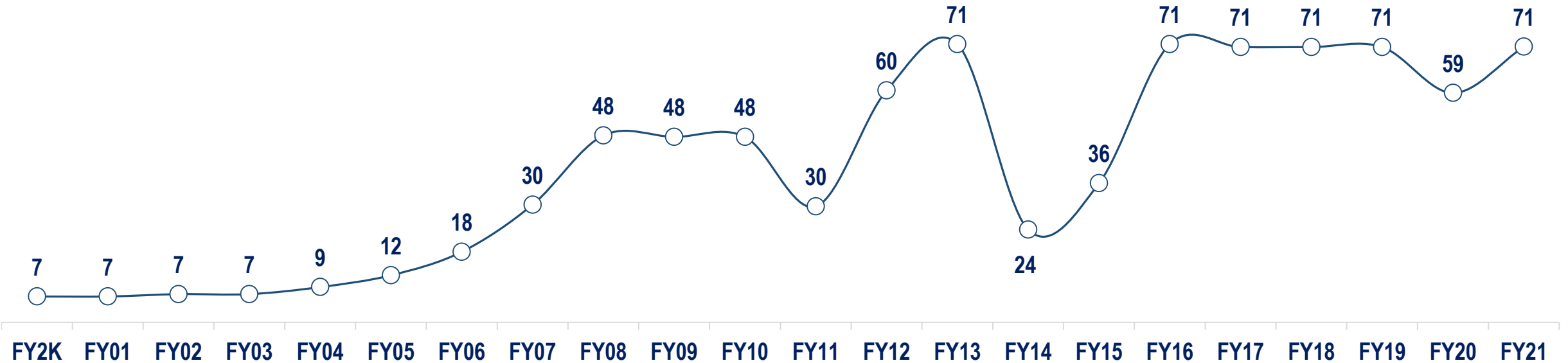
## Supply chain eco-system

- ✓ Procurement of high quality products & services
- ✓ Transparent business policies
- ✓ Sustainable supply chain development
- ✓ Equal opportunities
- ✓ Prompt payment (Suppliers are not source of finance)
- ✓ Truck Assistance program for transporters
- ✓ 30,000 + suppliers / service providers
- ✓ Effective supplier selection & continuous assessment
- ✓ Treat our suppliers as business partners
- ✓ Highly rated by vendor through evaluation



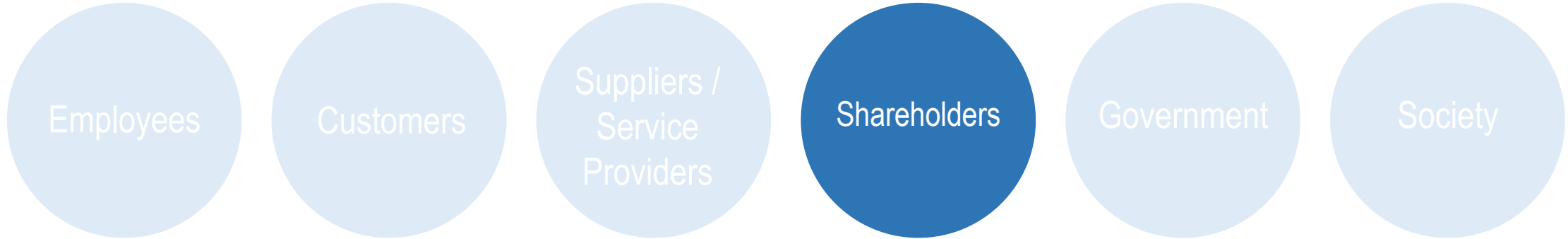


## Consistent Dividend Payout in last two decades

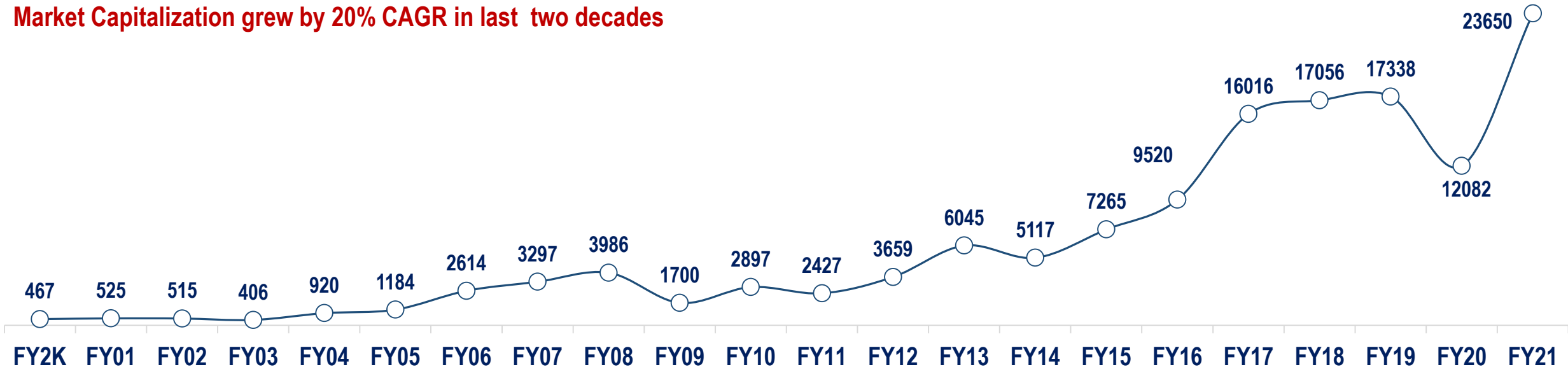


# Commitment to Stakeholders

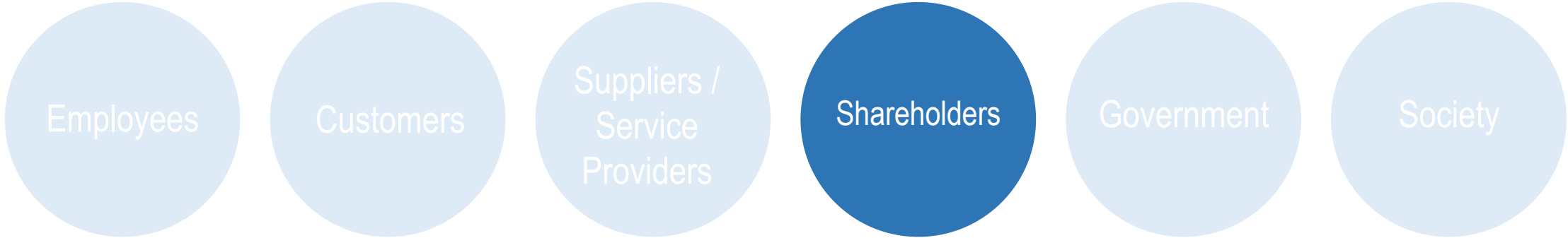
₹ in Crores



**Market Capitalization grew by 20% CAGR in last two decades**

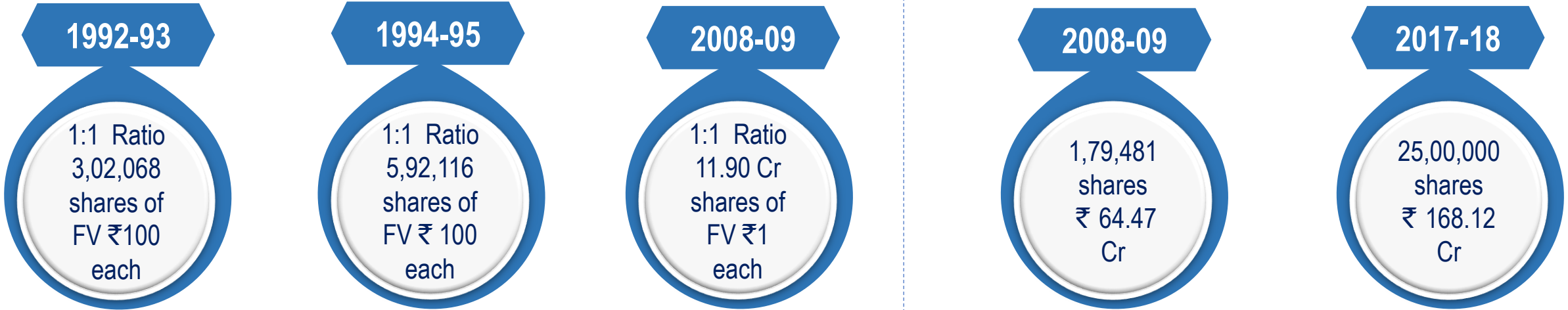


# Commitment to Stakeholders

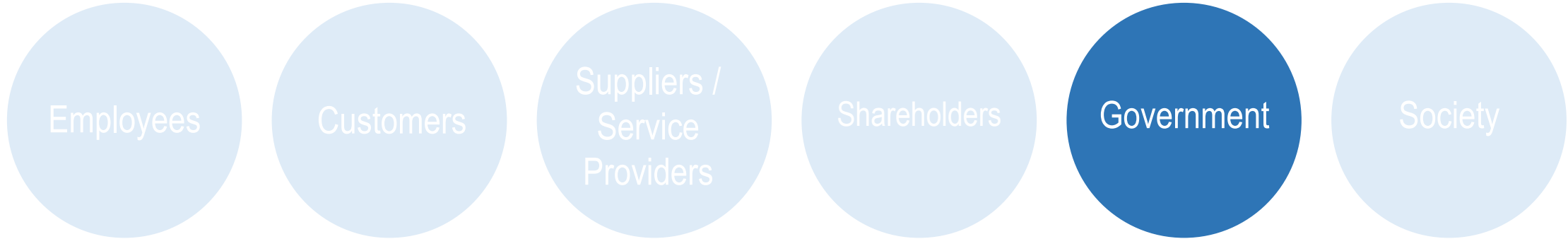


## Bonus issues

## Buy back of shares



# Commitment to Stakeholders

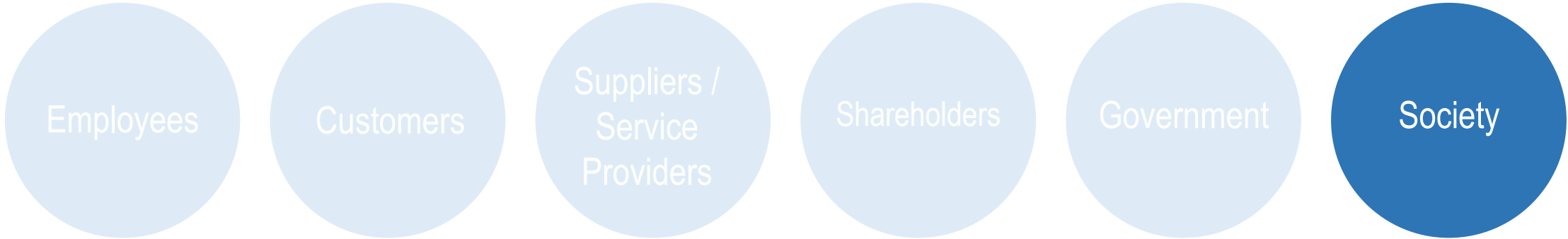


Contribution to Exchequer	₹ In Crores
2014 – 15	1,418
2015 – 16	1,550
2016 – 17	1,711
2017 – 18	1,837
2018 – 19	1,952
2019 – 20	1,967
2020 – 21	1,995

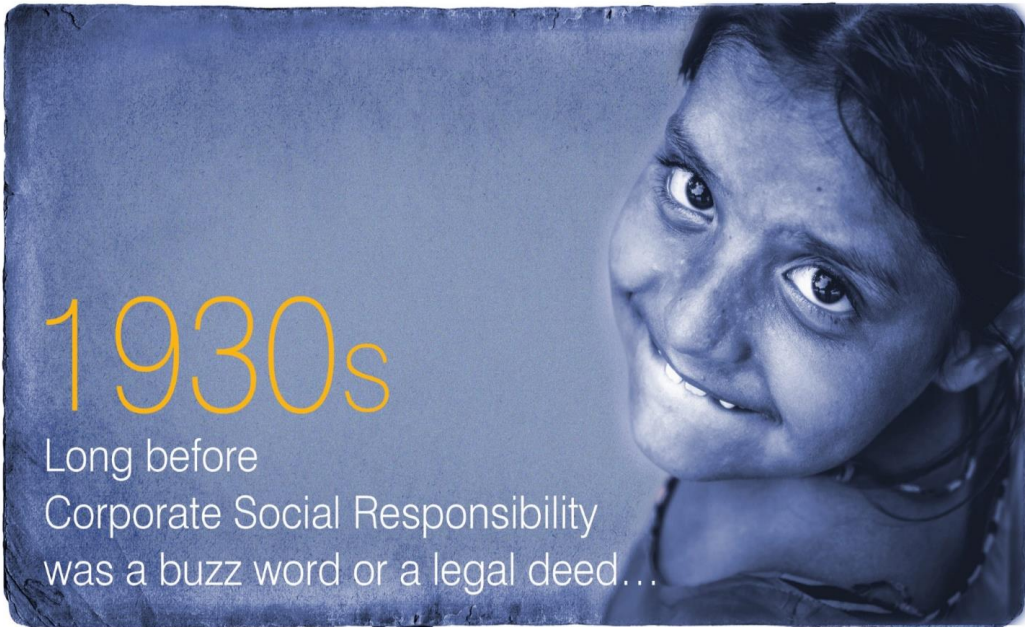
## Responsible Corporate Citizen

- ✓ Compliance of laws
- ✓ Prompt payment of taxes
- ✓ Respect for rules and regulations
- ✓ Contribution to relief funds of Government
- ✓ Partnering with government during natural calamities / pandemic

# Commitment to Stakeholders



## Commitment to society through various CSR initiatives



Our founder became the first to create a blueprint for CSR



Green Belt development

Education & Skilling

Water & Swachh Bharat

Health & Special needs

**2,20,000 +  
saplings planted**  
As part of 'Nisrith' Mine  
Restoration Project in  
Pandalgudi

**5,500 +  
Students**  
**270 +  
Teachers**  
Across 7 Schools  
benefitted

**70 +  
Smart Toilets**  
constructed  
**15,000 +  
People**  
Benefitted from  
installation of RO Plants

**17 +  
Medical Camps**  
constructed  
**1,800 +  
People**  
Benefitted



**Socially conscious by measuring performance on social and environment parameters**

# CSR - Green belt development

Restoration of Mines: Making of mined land into a eco-park in Pandalgudi, Tamil Nadu





PACR ITIs are ranked among the top 10 institutes in India - Ariyalur (3<sup>rd</sup>)  
by Skill Strengthening for Industrial Value Enhancement Project of GoI





## The Ramco Cements Limited Educational & Charitable Trust

- ✓ Running CBSE Schools at all our factories
- ✓ Vocational education and skill training for youths
- ✓ Provided amenities like academic material and uniforms to 2,000 government school students annually.



Ramco Vidyalaya, RR Nagar



Vidya Mandir, Alathiyur

## De-silting water bodies

Before



After



## De-silting water bodies

Before



After



## Sustainable water management solutions: Reusing, Recycling and Replenishing water



70+ Smart Toilets constructed so far



# CSR - Disaster Relief



Disaster Management & Rehabilitation initiatives in Tamil Nadu



Disaster Management & Rehabilitation initiatives in Kerala



Disaster Management & Rehabilitation initiatives in Orissa



# CSR - Contribution to relief funds of Government



₹ 1 Crore contributed towards Tamil Nadu Flood Relief



₹ 2 Crores contributed towards Kerala Flood Relief Fund



₹ 2 Crores donated to Odisha CM's Relief Fund for Cyclone Fani

# CSR - Covid19 Relief spend in FY21



State-wise Relief		CM Relief Fund	Livelihood	Medical Equipments	Total
Tamil Nadu	₹ in Crores	2.50	1.07	1.03	4.60
Andhra & Telangana		2.50	0.43	0.29	3.22
Kerala		-	-	0.79	0.79
Karnataka		-	0.04	0.01	0.05
Orissa		-	0.39	2.13	2.52
West Bengal		-	0.19	0.01	0.20
<b>Total</b>			<b>5.00</b>	<b>2.12</b>	<b>4.26</b>

Details of Relief measures	Quantity	₹ in Crores
Food grains (Rice, Wheat / Flour, Vegetables, Dal, etc.)	485 Tons	2.12
Cots, Bedsheet and Fans for Corona Quarantine centres	550 Nos	0.05
Sanitizers	40 KL	0.20
Face Mask	4.60 Lac Nos	0.84
Thermos meters / PPE Kit	12000 + Nos	1.32
Oxygen Concentrator, Monitors & Ultrasound Scanners	150 + Nos	1.40
Other Hospital Support Equipment's	4000+ Nos	0.45
Contribution to CM Relief Fund		5.00
<b>Total</b>		<b>11.38</b>



# CSR - Financial assistance to martyrs' families



Rs. 40 lakhs distributed to 8 Jawans of Rs. 5 lakhs each to the Pulwama attack martyrs' families

# Memberships



- Collaborations with industrial bodies enables to jointly influence policy decisions and,
- formulate plans for sustained growth and health of the industry,
- for addressing critical issues of the climate crisis, environment conservation and the development of fellow Indians.



**Bureau of Energy Efficiency**  
Ministry of Power, Government of India



**Cement Manufacturers Association**



**Confederation of Indian Industry**



**National Council for Cement and Building Materials**



**Federation of Indian Chamber of Commerce and Industry**



**Indian Wind Power Association**



**Indo-German Chamber of Commerce**  
**Deutsch-Indische Handelskammer**  
Mumbai – Delhi – Kolkata – Chennai  
Bengaluru – Pune - Dusseldorf



**The Madras Chamber of Commerce**

# Market Analysts' view

Analyst firm	Analyst's comment on Q2FY22 results	Date	Recommendation
 WE UNDERSTAND MONEY	Strong volume recovery; cost matrix resilient	25-10-2021	Buy
 by BNP PARIBAS	Positive surprise on volume; focus shift to pricing	25-10-2021	Buy
	Strong quarter	25-10-2021	Sell
 INSTITUTIONAL EQUITIES	Spreading its wings beyond South	25-10-2021	Buy
	Volume led beat dampened by increased leverage	26-10-2021	Hold
 Your success is our success	Risk-reward seems favourable	26-10-2021	Buy
	Margin under pressure; demand outlook stays firm	27-10-2021	Buy
	Strong YoY volume growth	25-10-2021	Hold
	Higher volumes drive beat	25-10-2021	Out perform
	Sustaining Industry leading profitability	26-10-2021	Buy
	Cost savings to provide a fillip; delivering in sight	26-10-2021	Buy
	Optimistic on demand, but wary of near-term cost inflation	25-10-2021	Buy
	Strong volume growth; margin to rebound	26-10-2021	Buy



**Thank you**



## Disclaimer

*This communication, except for the historical information, may contain statements which reflect the Management's current views and estimates and could be construed as forward looking statements. The future involves certain risks and uncertainties that could cause actual results to differ materially from the current views being expressed. Potential risks and uncertainties include such factors as general economic conditions, foreign exchange and commodity price fluctuations, competitive product and pricing pressures, regulatory changes, economic developments within India and other countries within which the Company conducts business and other factors such as litigation and labour negotiations. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statement, due to any subsequent development, information or events, or otherwise.*

Stock Code: BSE: 500260 | NSE: RAMCOCEM

[www.ramcocements.in](http://www.ramcocements.in)

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